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SAP Pricing



# Master Price List 2008 Appendix – Governance, Risk and Compliance, Performance Management, and Business Objects

July 8, 2008

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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## I. Preamble

This document is an appendix to the SAP Master Price List 2008. That means all rules and statements from the Master Price List 2008 are also valid for the products listed in this appendix. Exceptions from the standard rules and statements are mentioned explicitly in this appendix.

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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## II. Pricing

### 1 Business Intelligence Platform

#### 1.1 BusinessObjects Enterprise XI

BusinessObjects Enterprise XI	Product	Price per Named User (NU) (USD)	Price per CPU (USD)
	BusinessObjects Enterprise Professional (for Enterprise Reporting)	1,250	112,500
	BusinessObjects Enterprise Professional (for Query, Reporting, and Analysis)	1,250	112,500
	BusinessObjects Enterprise Professional (for Query, Reporting, and Analysis) - Live Office	350	27,500
	BusinessObjects Enterprise Professional (for Query, Reporting, and Analysis) - Dashboard Builder	750	68,750
	BusinessObjects Enterprise Premium	1,880	168,750
	BusinessObjects Mobile	570	68,750
	BusinessObjects Polestar	570	50,000
	BusinessObjects Intelligent Search	820	68,750
	BusinessObjects Intelligent Search Language Processing	570	43,750
	BusinessObjects BW Universe Builder	44,000	n.a.

The price is calculated either based on number of users or number of CPUs. Only one metric type can be licensed to each Licensee.

If used stand-alone SAP Applications Named Users are not required. Stand-alone means that no part of the package is connected to or is accessing, directly or indirectly, any other SAP software.

**BusinessObjects Enterprise:** Licensee may not combine licenses for different editions of BusinessObjects Enterprise in a single Deployment, (for example, Premium licenses may not be combined with Professional licenses in a single Deployment). Licensee may use BusinessObjects Professional to publish and distribute only one of Business Objects' proprietary report format types (Crystal Reports, Web Intelligence/Desktop Intelligence, BusinessObjects/Voyager). Web Intelligence and Desktop Intelligence are deemed a single proprietary report format for this purpose. If Licensee wishes to publish and distribute more than one report format type, Licensee must acquire BusinessObjects Enterprise Premium. Notwithstanding the foregoing, if Licensee migrates from a combined BusinessObjects and WebIntelligence Deployment to BusinessObjects Enterprise Professional, Licensee may use both BusinessObjects and WebIntelligence report types in that Deployment.

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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## 1.2 BusinessObjects Enterprise XI Integration Kits

Integration Kits	Product	Price per Named User (NU) (USD)	Price per CPU (USD)
	BusinessObjects Integration for PeopleSoft Enterprise	150	13,400
	BusinessObjects Integration for JD Edwards EnterpriseOne	150	13,400
	BusinessObjects Integration for Siebel	150	13,400

The price is calculated either based on number of users or number of CPUs. Only one metric type can be licensed to each Licensee.

If used stand-alone SAP Applications Named Users are not required. Stand-alone means that no part of the product is connected to or is accessing, directly or indirectly, any other SAP software.

## 2 Reporting: Crystal Reports

Reporting	Product	Price per Named User (NU) (USD)
	Crystal Reports 2008	479
	Crystal Reports XI Professional	479
	Crystal Reports XI Developer	550

If used stand-alone SAP Applications Named Users are not required. Stand-alone means that no part of the product is connected to or is accessing, directly or indirectly, any other SAP software.

Please see conditions for use of these products in the special terms and conditions chapter of this appendix.

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### 3 Query and Analysis XI

Query and Analysis XI	Product	Price per Number of Users (USD)	Price per CPU (USD)
	BusinessObjects Web Intelligence	1,130	100,000
	BusinessObjects Web Intelligence Interactive Viewing	570	50,000
	BusinessObjects Desktop Intelligence	1,130	100,000
	BusinessObjects Voyager	690	55,000
<p>The price is calculated either based on number of users or number of CPUs. Only one metric type can be licensed to each Licensee.</p> <p>If used stand-alone SAP Applications Named Users are not required. Stand-alone means that no part of the product is connected to or is accessing, directly or indirectly, any other SAP software.</p> <p>The software components, tools, and utilities supplied with an Analytic or Dashboard Builder may only be used with the product with which they were provided. In addition, the Web Intelligence utilities provided with Dashboard Builder may only be used to view the analytic templates provided with Dashboard Builder.</p> <p><u>Web Intelligence Interactive Viewing:</u> Keycodes to Web Intelligence Interactive Viewing may unlock all features of the full Web Intelligence Product. However, Web Intelligence Interactive Viewing is a limited license and may not be utilized to edit or create documents.</p>			

### 4 Dashboard and Visualization

Xcelsius	Product	Price per Named User (NU) (USD)	Price per CPU (USD)
	BusinessObjects Xcelsius Enterprise Interactive Viewing	570	68,750
	BusinessObjects Xcelsius Enterprise	1,220	n.a.
	Crystal Xcelsius Viewer	500	60,630
	Crystal Xcelsius Standard	160	n.a.
	Crystal Xcelsius Professional	410	n.a.
	Crystal Xcelsius Designer	1,220	n.a.
	Xcelsius Engage	730	n.a.
	BusinessObjects Set Analysis	750	68,750
	BusinessObjects Process Analysis	750	68,750
<p>The price is calculated either based on number of users or number of CPUs. Only one metric type can be licensed to each Licensee.</p> <p>If used stand-alone SAP Applications Named Users are not required. Stand-alone means that no part of the product is connected to or is accessing, directly or indirectly, any other SAP software.</p> <p>Please see conditions for use of these products in the special terms and conditions chapter of this appendix.</p>			

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## 5 Visualization and Reporting Package

Visualization and Reporting Package	Number of Named Users (NU)	Price (USD)
	Up to 100	225,000
	101 to 250	337,500
	251 to 500	525,000
	501 to 1,000	1,275,000
	1,001 to 1,500	2,550,000
	1,501 to 2,000	3,750,000
	2,001 to 3,000	6,000,000
	3,000 plus n units of 1,000	6,000,000 + (n * 750,000)
Definition of metric relevant for this Product: Number of Named Users.		
If used stand-alone SAP Applications Named Users are not required. Stand-alone means that no part of the product is connected to or is accessing, directly or indirectly, any other SAP software.		

## 6 Ad Hoc Querying Package

Ad Hoc Querying Package	Number of Named Users	Price (USD)
	Up to 100	300,000
	101 to 250	412,500
	251 to 500	750,000
	501 to 1,000	1,200,000
	1,001 to 1,500	2,550,000
	1,501 to 2,000	3,750,000
	2,001 to 3,000	6,000,000
	3,000 plus n units of 1,000	6,000,000 + (n * 1,200,000)
Definition of metric relevant for this Product: Number of NU.		
If used stand-alone SAP Applications Named Users are not required. Stand-alone means that no part of the product is connected to or is accessing, directly or indirectly, any other SAP software.		

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## 7 Enterprise Query, Reporting and Analysis Package

Enterprise Query, Reporting and Analysis Package	Number of Named Users (NU)	Price (USD)
	Up to 100	375,000
	101 to 250	525,000
	251 to 500	1,050,000
	501 to 1,000	2,250,000
	1,001 to 1,500	3,750,000
	1,501 to 2,000	6,000,000
	2,001 to 3,000	9,000,000
	3,000 plus n units of 1,000	9,000,000 + (n * 3,000,000)

Definition of metric relevant for this Product: Number of NU.

If used stand-alone SAP Applications Named Users are not required. Stand-alone means that no part of the product is connected to or is accessing, directly or indirectly, any other SAP software.

## 8 Information Management

### 8.1 Data Services

Data Services Products	Product	Price per Named User (NU) (USD)	Price per CPU (USD)
	BusinessObjects Data Services	n.a.	600,000 Per 4 CPU
	BusinessObjects Data Services additional CPU	n.a.	41,250
	BusinessObjects Data Insight	7,250 5 NU at least	n.a.

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## 8.2 Data Integration

Data Integration	Product	Price per server (USD)	Price per CPU (USD)
	BusinessObjects Data Integrator Starter	n.a.	47,500 per 3 CPU
	BusinessObjects Data Integrator Professional	n.a.	100,000 per 4 CPU
	BusinessObjects Data Integrator additional CPUs	n.a.	18,750
	BusinessObjects Data Integrator Professional - Data Source Web Service Access	41,250 per Deployment	
	BusinessObjects Data Integrator Professional - Data Integrator Multi-User Team Development	41,250 per Deployment	
	BusinessObjects Data Integrator Premium	n.a.	287,500 per 4 CPU
	Real Time Transactional Processing	n.a.	12,500
	Grid Computing	25,000	n.a.
	BusinessObjects Composer (XI R2 version only)	62,500	n.a.
	BusinessObjects Data Federator	n.a.	41,250
<p>Licensing of BusinessObjects Data Integrator Starter, BusinessObjects Data Integrator Professional, and Premium are not applicable for SAP integration.</p> <p>If used stand-alone SAP Applications Named Users are not required. Stand-alone means that no part of the product is connected to or is accessing, directly or indirectly, any other SAP software.</p> <p>BusinessObjects Data Integrator: If Licensee desires to deploy a Server license to access enterprise data sources such as packaged applications, mainframes, or technology infrastructure products ("Enterprise Data Sources"), Licensee must obtain individual BusinessObjects Data Integrator Interface licenses.</p> <p>BusinessObjects Composer: When licensing BusinessObjects Composer, a license for BusinessObjects Data Integrator must also be obtained. Each Deployment of BusinessObjects Composer may have only one Composer repository.</p>			

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### 8.3 Data Integration Options: Rapid Marts

Data Integration	Product	Price per server (USD)
	BusinessObjects Accounts Receivable Rapid Mart for SAP	87,500
	BusinessObjects Accounts Payable Rapid Mart for SAP	87,500
	BusinessObjects Cost Center Rapid Mart for SAP	87,500
	BusinessObjects Sales Rapid Mart for SAP	87,500
	BusinessObjects Purchasing Rapid Mart for SAP	87,500
	BusinessObjects Inventory Rapid Mart for SAP	87,500
	BusinessObjects Project Systems Rapid Mart for SAP	87,500
	BusinessObjects Production Planning Systems Rapid Mart for SAP	87,500
	BusinessObjects Plant Maintenance Systems Rapid Mart for SAP	87,500
	BusinessObjects HR Rapid Mart for SAP	87,500
	BusinessObjects Sales Rapid Marts XI for Oracle Applications	87,500
	BusinessObjects Purchasing Rapid Marts XI for Oracle E-Business Suite	87,500
	BusinessObjects Inventory Rapid Marts XI for Oracle Applications	87,500
	BusinessObjects General Ledger Rapid Marts XI for Oracle Applications	87,500
	BusinessObjects Accounts Receivable Rapid Mart XI for Oracle Applications	87,500
	BusinessObjects Accounts Payable Rapid Mart XI for Oracle Applications	87,500
	BusinessObjects Fixed Assets Rapid Mart XI for Oracle Applications	87,500
	BusinessObjects HR Rapid Mart XI for Oracle Applications	87,500
	BusinessObjects Federal Financials (Public Sector) Rapid Mart XI for Oracle Applications	87,500
	BusinessObjects Service Contracts Rapid Mart XI for Oracle Applications	87,500
	BusinessObjects Projects Rapid Mart XI for Oracle Applications	87,500

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	BusinessObjects HR Rapid Mart for PeopleSoft	87,500
	BusinessObjects Accounts Receivable Rapid Mart for PeopleSoft	87,500
	BusinessObjects Accounts Payable Rapid Mart for PeopleSoft	87,500
	BusinessObjects General Ledger Rapid Mart for PeopleSoft	87,500
	BusinessObjects Asset Management Rapid Mart for PeopleSoft	87,500

If used stand-alone SAP Applications Named Users are not required. Stand-alone means that no part of the product is connected to or is accessing, directly or indirectly, any other SAP software.

When licensing BusinessObjects Rapid Marts, a license for BusinessObjects Data Integrator must also be obtained. If BusinessObjects Rapid Marts Products are licensed with the BusinessObjects Data Integrator, an individual BusinessObjects Rapid Marts license must be obtained for each BusinessObjects Data Integrator license. Copying one BusinessObjects Rapid Marts license and then deploying it to other instances is prohibited. In addition to the foregoing, Licensee must license certain applicable application interfaces.

#### 8.4 Data Integration Options: Interfaces

Data Integrator Interfaces	Product	Price per type (USD)	Price per instance (USD)	Price per server (USD)
	Database Interface	13,750	n.a.	n.a.
	JMS Technology Interface	n.a.	n.a.	25,000
	Salesforce.com Technology Interface	n.a.	n.a.	13,750
	Application Interface	n.a.	45,000	n.a.
	Application Interface Unlimited	151,250	n.a.	n.a.

If used stand-alone SAP Applications Named Users are not required. Stand-alone means that no part of the product is connected to or is accessing, directly or indirectly, any other SAP software.

When licensing the BusinessObjects Data Integrator Interfaces, licenses for BusinessObjects Data Integrator must also be obtained. An individual interface license must be acquired for each BusinessObjects Data Integrator license. If multiple instances of an Application, Technology, or Mainframe type are accessed by the BusinessObjects Data Integrator Interface, then one interface license must be acquired for each instance. If multiple instances of a Database type are accessed by the BusinessObjects Data Integrator Interface, then only one interface license must be acquired for that Database type. Unlike other Interfaces, Database interfaces are charged per database type and not per instance.

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## 8.5 Data Integration Options: Data Quality

Data Quality for Data Integrator Products	Product	Price for initial n CPUs (USD)	Price per additional n CPUs (USD)
	BusinessObjects Data Quality Professional for Data Integrator (XI R2 version only)	96,250 for initial 4 CPU	96,250 for additional 4 CPU
	BusinessObjects Data Quality Premium for Data Integrator (XI R2 version only)	206,250 for initial 4 CPU	96,250 for additional 4 CPU
	BusinessObjects Data Quality for Data Integrator Connector Only (XI R2 version only)	27,500 for initial 2 CPU	7,500 for additional 2 CPU

BusinessObjects Data Quality for Data Integrator may only be used in conjunction with Data Integrator. The Product may not be used outside of the Data Integrator process.

If used stand-alone SAP Applications Named Users are not required. Stand-alone means that no part of the product is connected to or is accessing, directly or indirectly, any other SAP software.

In specialized data quality scenarios, such as for extended address data cleansing, a separate license may be required for address directory subscriptions as well as updates on a regular basis. These are options, separately licensable through Business Objects.

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## 8.6 Data Quality

Data Quality	Product	Price for initial n CPUs (USD)	Price per additional CPU (USD)	Price per Named User (NU) (USD)
	BusinessObjects Data Quality Premium	437,500 for initial 4 CPU	41,250	n.a.
	BusinessObjects Data Quality Professional	150,000 for initial 4 CPU	13,750	n.a.
	BusinessObjects Data Quality Specialist (sold in EMEA only)	175,000 for initial 3 CPU	n.a.	n.a.
	BusinessObjects eDQ Data Services (sold in US only)	75,000 for initial 3 CPU	n.a.	n.a.
	BusinessObjects Data Quality Premium (XI R2 version only)	300,000 for initial 2 CPU	41,250	n.a.
	BusinessObjects Data Quality Professional (XI R2 version only)	87,500 for initial 2 CPU	13,750	n.a.
	BusinessObjects Universal Data Cleanse	n.a.	33,750	n.a.
	BusinessObjects Watchlist Security (Server Option, XI R2 version only)	96,250 for initial 2 CPU	27,500	n.a.
	BusinessObjects Watchlist Security (Desktop Option, XI R2 version only)	n.a.	n.a.	9,500 at least 5 NU
<p>If used stand-alone SAP Applications Named Users are not required. Stand-alone means that no part of the product is connected to or is accessing, directly or indirectly, any other SAP software.</p> <p>In specialized data quality scenarios, such as for extended address data cleansing, a separate license may be required for address directory subscriptions as well as updates on a regular basis. These are options, separately licensable through Business Objects</p>				

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## 8.7 Data Quality Options: Parsing and Matching

Data Quality Products	Product	Price per CPU (USD)
	Global Parsing – Arabic <sup>1)</sup>	7,500
	Global Parsing – French <sup>1)</sup>	7,500
	Global Parsing – Portuguese <sup>1)</sup>	7,500
	Global Parsing – Spanish <sup>1)</sup>	7,500
	Global Parsing – Italian <sup>1)</sup>	7,500
	Global Parsing – English <sup>1)</sup>	7,500
	Global Parsing – German <sup>1)</sup>	7,500
	Global Matching – China <sup>1)</sup>	5,000
	Global Matching – Japan <sup>1)</sup>	7,500
	Global Matching – Korea <sup>1)</sup>	5,000
	Global Matching – Taiwan <sup>1)</sup>	5,000
	Data Quality Management for Siebel CRM Applications (XI R2 version only)	233,750 for 2 CPU 20,000 for each additional CPU
	Data Quality Management for SAP Solutions (XI R2 version only)	231,000 for 2 CPU 24,000 for each additional CPU
	Data Quality Management for Oracle E-Business Suite (XI R2 version only)	68,750 for 2 CPU 20,000 for each additional CPU
If used stand-alone SAP Applications Named Users are not required. Stand-alone means that no part of the product is connected to or is accessing, directly or indirectly, any other SAP software.		
<sup>1)</sup> Minimum license fee is 2 CPUs per Global Parsing resp. Global Matching product		

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## 8.8 Metadata Management

Metadata Management	Product	Price per CPU (USD)	Price per deployment (USD)
	BusinessObjects Metadata Management (XI R2 version only)	41,250	165,000
	BOE Professional (for Query, Reporting, and Analysis) Metadata Management Bundle (XI R2 version only)	164,062.50	n.a.
	BOE Professional (for Enterprise Reporting) Metadata Management Bundle (XI R2 version only)	164,062.50	n.a.
	BOE Premium Metadata Management Bundle (XI R2 version only)	250,000	n.a.

The price is calculated either based on number of users or number of CPUs. Only one metric type can be licensed to each Licensee.

If used stand-alone SAP Applications Named Users are not required. Stand-alone means that no part of the product is connected to or is accessing, directly or indirectly, any other SAP software.

## 9 Package for Data Quality

Package for Data Quality	Number of records	Price formula (USD)
	Up to 100,000	412,500
	100,001 to 500,000	525,000
	500,001 to 1,000,000	787,500
	1,000,001 to 2,000,000	1,200,000
	2,000,001 to 3,000,000	1,500,000
	3,000,000 plus n units of 500,000	1,500,000 + n * 525,000

If used stand-alone SAP Applications Named Users are not required. Stand-alone means that no part of the product is connected to or is accessing, directly or indirectly, any other SAP software.

In specialized data quality scenarios, such as for extended address data cleansing, a separate license may be required for address directory subscriptions as well as updates on a regular basis. These are options, separately licensable through Business Objects

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## 10 Applications for Governance, Risk and Compliance (GRC)

### 10.1 SAP GRC Access Control Package

SAP GRC Access Control Package comprises Virsa Compliance Calibrator for SAP, Virsa Access Enforcer for SAP, Virsa Firefighter for SAP, and Virsa Role Expert for SAP.

SAP GRC Access Control Package	Company revenue (Mio. USD)	Banking Metric: Assets under Management (billion USD)	Insurance Metric: Gross Premiums (Mio USD)	Public Sector Metric: Operating Budgets (Mio USD)	Defense and Security Metric: Program Budget (Mio USD)	Price (USD)
	Up to 250	Up to 2,5	Up to 250	Up to 250	Up to 50	<i>Base price</i> 112,500
	251 to 500	2,6 to 5	251 to 500	251 to 500	51 to 100	258,000
	501 to 1,000	6 to 10	501 to 1,000	501 to 1,000	101 to 250	430,500
	1,001 to 3,000	11 to 20	1,001 to 2,000	1,001 to 2,000	251 to 500	1,204,500
	3,001 to 5,000	21 to 50	2,001 to 5,000	2,001 to 5,000	501 to 1,000	1,927,500
	5,001 to 10,000	51 to 100	5,001 to 10,000	5,001 to 10,000	1,001 to 2,000	3,034,500
	10,000 plus n units of 10,000 Mio USD revenue	100 plus n units of 100 billion USD Assets under Management	10,000 plus n units of 10,000 Mio USD Gross Premiums	10,000 plus n units of 10,000 Mio USD Operating Budgets	2,000 plus n units of 4,000 Mio USD Program Budget	3,034,500 + (n * 1,204,500)

Definition of metric relevant for this Product: Annual revenue of the company if licensee does not fall into any one of the specific industries above that have their own metric

Maximum List Price is 6,648,000 USD

Select one column based on the Licensee's industry; use generic Company revenue-based pricing (first column) in the event the Licensee does not fall into any of the industries specified.

SAP GRC Access Control Package does contribute to SAV.

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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## 10.2 SAP GRC Process Control

SAP GRC Process Control	Company revenue (Mio USD)	Banking  Metric: Assets under Management (billion USD)	Insurance  Metric: Gross Premiums (Mio USD)	Public Sector  Metric: Operating Budgets (Mio USD)	Defense & Security  Metric: Program Budget (Mio USD)	Price (USD)
	Up to 250	Up to 2,5	Up to 250	Up to 250	Up to 50	<i>Base price</i> 112,500
	251 to 500	2,6 to 5	251 to 500	251 to 500	51 to 100	244,500
	501 to 1,000	6 to 10	501 to 1,000	501 to 1,000	101 to 250	712,500
	1,001 to 3,000	11 to 20	1,001 to 2,000	1,001 to 2,000	251 to 500	1,350,000
	3,001 to 5,000	21 to 50	2,001 to 5,000	2,001 to 5,000	501 to 1,000	2,100,000
	5,001 to 10,000	51 to 100	5,001 to 10,000	5,001 to 10,000	1,001 to 2,000	3,750,000
	10,000 plus n units of 10,000 Mio USD Company revenue	100 plus n units of 100 billion USD Assets under Management	10,000 plus n units of 10,000 Mio USD Gross Premiums	10,000 plus n units of 10,000 Mio USD Operating Budgets	2,000 plus n units of 4,000 Mio USD Program Budget	3,750,000 + (n * 1,350,000)
<p>Definition of metric relevant for this Product: Annual revenue of the company if licensee does not fall into any one of the specific industries above that have their own metric</p> <p>Maximum List Price is 7,800,000 USD</p> <p>Select one column based on the Licensee's industry; use generic Company revenue-based pricing (first column) in the event the Licensee does not fall into any of the industries specified.</p> <p>SAP GRC Process Control does contribute to SAV.</p>						

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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### 10.3 SAP GRC Risk Management

SAP GRC Risk Management	Company revenue (Mio. USD)	Banking Metric: Assets under Management (billion <sup>1</sup> USD)	Insurance Metric: Gross Premiums (Mio USD)	Public Sector Metric: Operating Budgets (Mio USD)	Defense and Security Metric: Program Budget (Mio USD)	Price (USD)
	Up to 250	Up to 2,5	Up to 250	Up to 250	Up to 50	168,000 <i>Base price</i>
	251 to 500	2,6 to 5	251 to 500	251 to 500	51 to 100	367,500
	501 to 1,000	6 to 10	501 to 1,000	501 to 1,000	101 to 250	1,155,000
	1,001 to 3,000	11 to 20	1,001 to 2,000	1,001 to 2,000	251 to 500	1,890,000
	3,001 to 5,000	21 to 50	2,001 to 5,000	2,001 to 5,000	501 to 1,000	2,700,000
	5,001 to 10,000	51 to 100	5,001 to 10,000	5,001 to 10,000	1,001 to 2,000	3,600,000
	10,000 plus n units of 10,000 Mio USD Company revenue	100 plus n units of 100 billion USD Assets under Management	10,000 plus n units of 10,000 Mio USD Gross Premiums	10,000 plus n units of 10,000 Mio USD Operating Budgets	2,000 plus n units of 4,000 Mio USD Program Budget	3,600,000 + (n * 1,140,000)
<p>Definition of metric relevant for this Product: Annual revenue of the company if licensee does not fall into any one of the specific industries above that have their own metric</p> <p>Maximum List Price is 7,020,000 USD</p> <p>Select one column based on the Licensee's industry; use generic Company revenue-based pricing (first column) in the event the Licensee does not fall into any of the industries specified.</p> <p>SAP GRC Risk Management does contribute to SAV.</p>						

<sup>1</sup> Billion = thousand (1,000) million

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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## 10.4 SAP GRC Global Trade Services (SAP GTS)

SAP GTS – Export	Company Revenue (Mio USD)	Price (USD)
	Up to 100	150,000
	101 to 250	225,000
	251 to 500	450,000
	501 to 1,000	675,000
	1,001 to to 3,000	900,000
	3,001 to 5,000	1,575,000
	5,001 to 10,000	2,700,000
	10,000 + n units of 10,000 Mio USD	2,700,000 + n * 750,000
Definition of metric relevant for this Product: Company Revenue Maximum List Price is 4,500,000 USD “GTS - Sanction Party List Service” as part of “GTS – Export” is also separately available for 150,000 USD fix price. SAP GTS – Export does contribute to SAV.		

SAP GTS – Import	Company Revenue (Mio USD)	Price (USD)
	Up to 100	187,500
	101 to 250	315,000
	251 to 500	540,000
	501 to 1,000	765,000
	1,001 to 3,000	1,125,000
	3,001 to 5,000	2,250,000
	5,001 to 10,000	3,150,000
	10,000 + n units of 10,000 Mio USD	3,150,000 + n * 1,050,000
Definition of metric relevant for this Product: Company Revenue Maximum List Price is 5,670,000 USD “GTS - Sanction Party List Service” as part of “GTS – Import” is also separately available for 150,000 USD fix price. SAP GTS – Import does contribute to SAV.		

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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SAP GTS – Restitution	Company Revenue (Mio USD)	Price (USD)
	Up to 100	75,000
	101 to 250	112,500
	251 to 500	225,000
	501 to 1,000	360,000
	1,001 to 3,000	720,000
	3,001 to 5,000	900,000
	5,001 to 10,000	1,575,000
	10,000 + n units of 10,000 Mio USD	1,575,000 + n * 300,000
Definition of metric relevant for this Product: Company Revenue Maximum List Price is 2,295,000 USD. SAP GTS – Restitution does contribute to SAV.		

SAP GTS – Trade Preferences	Company Revenue (Mio USD)	Price (USD)
	Up to 100	187,500
	101 to 250	315,000
	251 to 500	540,000
	501 to 1,000	765,000
	1,001 to 3,000	1,125,000
	3,001 to 5,000	2,250,000
	5,001 to 10,000	3,150,000
	10,000 + n units of 10,000 Mio USD	3,150,000 + n * 1,050,000
Definition of metric relevant for this Product: Company Revenue Maximum List Price is 5,670,000 USD. SAP GTS – Trade Preferences does contribute to SAV.		

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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SAP GTS – Bundle	Company Revenue (Mio USD)	Price (USD)
	Up to 100	450,000
	101 to 250	675,000
	251 to 500	1,125,000
	501 to 1,000	1,800,000
	1,001 to 3,000	2,475,000
	3,001 to 5,000	3,600,000
	5,001 to 10,000	5,400,000
	10,000 + n units of 10,000 Mio USD	5,400,000 + n * 2,250,000
	Definition of metric relevant for this Product: Company Revenue. SAP GTS Bundle comprises GTS – Export, GTS – Import, GTS – Trade Preference, and GTS – Restitution. Maximum List Price is 10,800,000 USD. SAP GTS – Bundle does contribute to SAV.	

## 10.5 SAP Environmental Compliance

SAP Environmental Compliance	For n units 100 Mio USD turnover	Price per unit (USD)	Price formula (USD)
	Up to 5		105,000 Base price
	Above 5	22,500	105,000 + (n – 5) * 22,500
Definition of metric relevant for this Industry Product: annual turnover of customer in million USD. SAP Environmental Compliance does contribute to SAV.			

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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## 11 Applications for Enterprise Performance Management

### 11.1 SAP Business Planning and Consolidation

SAP Business Planning and Consolidation	Company revenue (Mio. USD)	Banking Metric: Assets under Management (billion USD)	Insurance Metric: Gross Premiums (Mio USD)	Public Sector Metric: Operating Budgets (Mio USD)	Defense and Security Metric: Program Budget (Mio USD)	Price (USD)
	Up to 250	Up to 2,5	Up to 250	Up to 250	Up to 50	277,500
	251 to 500	2,6 to 5	251 to 500	251 to 500	51 to 100	375,000
	501 to 1,000	6 to 10	501 to 1,000	501 to 1,000	101 to 250	735,000
	1,001 to 3,000	11 to 20	1,001 to 2,000	1,001 to 2,000	251 to 500	1,500,000
	3,001 to 5,000	21 to 50	2,001 to 5,000	2,001 to 5,000	501 to 1,000	2,250,000
	5,001 to 10,000	51 to 100	5,001 to 10,000	5,001 to 10,000	1,001 to 2,000	3,375,000
	10,000 plus n units of 10,000 Mio USD revenue	100 plus n units of 100 billion USD Assets under Management	10,000 plus n units of 10,000 Mio USD Gross Premiums	10,000 plus n units of 10,000 Mio USD Operating Budgets	2,000 plus n units of 4,000 Mio USD Program Budget	3,375,000 + (n * 757,500)

Select one column based on the Licensee's industry, use generic Company revenue-based pricing (first column) in the event the Licensee does not fall into any of the industries specified.

SAP Business Planning and Consolidation runs on MS SQL Server only. If customer has licensed MS SQL Server from SAP as main database, then customer must license MS SQL Server for use with SAP Business Planning and Consolidation also from SAP. In all other cases, e.g other main databases, customer must license the database directly from the respective vendor.

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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## 11.2 SAP Business Planning

SAP Business Planning	Company revenue (Mio. USD)	Banking: Metric: Assets under Management (billion USD)	Insurance Metric: Gross Premiums (Mio USD)	Public Sector Metric: Operating Budgets (Mio USD)	Defense & Security: Metric: Program Budget (Mio USD)	Price (USD)
	Up to 250	Up to 2,5	Up to 250	Up to 250	Up to 50	127,500
	251 to 500	2,6 to 5	251 to 500	251 to 500	51 to 100	262,500
	501 to 1,000	6 to 10	501 to 1,000	501 to 1,000	101 to 250	525,000
	1,001 to 3,000	11 to 20	1,001 to 2,000	1,001 to 2,000	251 to 500	975,000
	3,001 to 5,000	21 to 50	2,001 to 5,000	2,001 to 5,000	501 to 1,000	1,357,500
	5,001 to 10,000	51 to 100	5,001 to 10,000	5,001 to 10,000	1,001 to 2,000	1,875,000
	10,000 plus n units of 10,000 Mio USD revenue	100 plus n units of 100 billion USD Assets under Management	10,000 plus n units of 10,000 Mio USD Gross Premiums	10,000 plus n units of 10,000 Mio USD Operating Budgets	2,000 plus n units of 4,000 Mio USD Program Budget	1,875,000 + (n * 427,500)

Select one column based on the Licensee's industry, use generic Company revenue-based pricing (first column) in the event the Licensee does not fall into any of the industries specified.

SAP Business Planning runs on MS SQL Server only. If customer has licensed MS SQL Server from SAP as main database, then customer must license MS SQL Server for use with SAP Business Planning and Consolidation also from SAP. In all other cases, e.g other main databases, customer must license the database directly from the respective vendor.

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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### 11.3 SAP Business Consolidation

SAP Business Consolidation	Company revenue (Mio. USD)	Banking Metric: Assets under Management (billion USD)	Insurance Metric: Gross Premiums (Mio USD)	Public Sector Metric: Operating Budgets (Mio USD)	Defense & Security Metric: Program Budget (Mio USD)	Price (USD)
	Up to 250	Up to 2,5	Up to 250	Up to 250	Up to 50	225,000
	251 to 500	2,6 to 5	251 to 500	251 to 500	51 to 100	322,500
	501 to 1,000	6 to 10	501 to 1,000	501 to 1,000	101 to 250	675,000
	1,001 to 3,000	11 to 20	1,001 to 2,000	1,001 to 2,000	251 to 500	1,117,500
	3,001 to 5,000	21 to 50	2,001 to 5,000	2,001 to 5,000	501 to 1,000	1,575,000
	5,001 to 10,000	51 to 100	5,001 to 10,000	5,001 to 10,000	1,001 to 2,000	2,377,500
	10,000 plus n units of 10,000 Mio USD revenue	100 plus n units of 100 billion USD Assets under Management	10,000 plus n units of 10,000 Mio USD Gross Premiums	10,000 plus n units of 10,000 Mio USD Operating Budgets	2,000 plus n units of 4,000 Mio USD Program Budget	2,377,500 + (n * 622,500)

Select one column based on the Licensee's industry, use generic Company revenue-based pricing (first column) in the event the Licensee does not fall into any of the industries specified.

SAP Business Consolidation runs on MS SQL Server only. If customer has licensed MS SQL Server from SAP as main database, then customer must license MS SQL Server for use with SAP Business Planning and Consolidation also from SAP. In all other cases, e.g other main databases, customer must license the database directly from the respective vendor.

### 11.4 SAP Strategy Management

SAP Strategy Management	For n employees	Price per 5,000 employees (USD)	Price formula (USD)
	Up to 250		<i>Base price</i> 165,000
	251 to 500		300,000
	501 to 1,500		675,000
	1,501 to 3,000		1,275,000
	3,001 to 5,000		2,175,000
	5,001 to 10,000		4,275,000
	Above 10,000 for n units of additional 5,000 employees	1,000,000	4,275,000 + n * 1,500,000

Definition of the metric: total number of employees in the company.

Maximum license fee is 31,275,000 USD.

SAP Strategy Management does contribute to SAV.

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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## 11.5 SAP Spend Analytics

SAP Spend Analytics	For n units of 1 Mio USD Spend Volume	Price per unit (USD)	Price formula (USD)
	Up to 50		150,000 <i>Base price</i>
	51 to 500	675	150,000 + (n – 50) * 675
	501 to 1,000	350	453,750 + (n – 500)*525
	Above 1,000	100	716,250 + (n – 1,000) * 150

Definition of metric: Spend Volume. Spend Volume is the amount of the company's annual spend for direct and indirect goods and services.

Certain hardware, software and deployment restrictions may apply – details are available upon request.

SAP Spend Analysis does contribute to SAV.

## 11.6 Intercompany

Intercompany	Company revenue (Mio. USD)	Banking Metric: Assets under Management (billion USD)	Insurance Metric: Gross Premiums (Mio USD)	Public Sector Metric: Operating Budgets (Mio USD)	Defense and Security Metric: Program Budget (Mio USD)	Price (USD)
	Up to 250	Up to 2,5	Up to 250	Up to 250	Up to 50	82,500
	251 to 500	2,6 to 5	251 to 500	251 to 500	51 to 100	127,500
	501 to 1,000	6 to 10	501 to 1,000	501 to 1,000	101 to 250	225,000
	1,001 to 3,000	11 to 30	1,001 to 3,000	1,001 to 3,000	251 to 500	450,000
	3,001 to 5,000	31 to 50	3,001 to 5,000	3,001 to 5,000	501 to 1,000	750,000
	5,001 to 10,000	51 to 100	5,001 to 10,000	5,001 to 10,000	1,001 to 2,000	1,500,000
	10,000 plus n units of 5,000 Mio USD revenue	100 plus n units of 50 billion USD Assets under Management	10,000 plus n units of 5,000 Mio USD Gross Premiums	10,000 plus n units of 5,000 Mio USD Operating Budgets	2,000 plus n units of 2,000 Mio USD Program Budget	1,500,000 + (n * 450,000)

Select one column based on the Licensee's industry, use generic Company revenue-based pricing (first column) in the event the Licensee does not fall into any of the industries specified.

If customer has licensed MSFT or Oracle from SAP as main database, then customer must correspondingly also license the database from SAP. In all other cases, e.g other main databases, customer must license the database directly from the respective vendor.

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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## 11.7 Financial Consolidation

Financial Consolidation	Company revenue (Mio. USD)	Banking Metric: Assets under Management (billion USD)	Insurance Metric: Gross Premiums (Mio USD)	Public Sector Metric: Operating Budgets (Mio USD)	Defense and Security Metric: Program Budget (Mio USD)	Price (USD)
	Up to 250	Up to 2,5	Up to 250	Up to 250	Up to 50	337,500
	251 to 500	2,6 to 5	251 to 500	251 to 500	51 to 100	525,000
	501 to 1,000	6 to 10	501 to 1,000	501 to 1,000	101 to 250	900,000
	1,001 to 3,000	11 to 30	1,001 to 3,000	1,001 to 3,000	251 to 500	1,800,000
	3,001 to 5,000	31 to 50	3,001 to 5,000	3,001 to 5,000	501 to 1,000	3,000,000
	5,001 to 10,000	51 to 100	5,001 to 10,000	5,001 to 10,000	1,001 to 2,000	5,250,000
	10,000 plus n units of 5,000 Mio USD revenue	100 plus n units of 50 billion USD Assets under Management	10,000 plus n units of 5,000 Mio USD Gross Premiums	10,000 plus n units of 5,000 Mio USD Operating Budgets	2,000 plus n units of 2,000 Mio USD Program Budget	5,250,000 + (n * 1,500,000)
<p>Select one column based on the Licensee's industry, use generic Company revenue-based pricing (first column) in the event the Licensee does not fall into any of the industries specified.</p> <p>If customer has licensed MSFT or Oracle from SAP as main database, then customer must correspondingly also license the database from SAP. In all other cases, e.g other main databases, customer must license the database directly from the respective vendor.</p>						

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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## 11.8 Financial Consolidation – Finance Starter Kit for J GAAP

Financial Consolidation – Finance Starter Kit for J GAAP	Company revenue (Mio. USD)	Banking Metric: Assets under Management (billion USD)	Insurance Metric: Gross Premiums (Mio USD)	Public Sector Metric: Operating Budgets (Mio USD)	Defense and Security Metric: Program Budget (Mio USD)	Price (USD)
	Up to 250	Up to 2,5	Up to 250	Up to 250	Up to 50	60,000
	251 to 500	2,6 to 5	251 to 500	251 to 500	51 to 100	97,500
	501 to 1,000	6 to 10	501 to 1,000	501 to 1,000	101 to 250	172,500
	1,001 to 3,000	11 to 30	1,001 to 3,000	1,001 to 3,000	251 to 500	337,500
	3,001 to 5,000	31 to 50	3,001 to 5,000	3,001 to 5,000	501 to 1,000	600,000
	5,001 to 10,000	51 to 100	5,001 to 10,000	5,001 to 10,000	1,001 to 2,000	1,200,000
	10,000 plus n units of 5,000 Mio USD revenue	100 plus n units of 50 billion USD Assets under Management	10,000 plus n units of 5,000 Mio USD Gross Premiums	10,000 plus n units of 5,000 Mio USD Operating Budgets	2,000 plus n units of 2,000 Mio USD Program Budget	1,200,000 + (n * 300,000)

Select one column based on the Licensee's industry, use generic Company revenue-based pricing (first column) in the event the Licensee does not fall into any of the industries specified.

Licensing of Financial Consolidation is prerequisite.

If customer has licensed MSFT or Oracle from SAP as main database, then customer must correspondingly also license the database from SAP. In all other cases, e.g other main databases, customer must license the database directly from the respective vendor.

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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## 11.9 Financial Consolidation – Finance Starter Kit for US GAAP

Financial Consolidation – Finance Starter Kit for US GAAP	Company revenue (Mio. USD)	Banking Metric: Assets under Management (billion USD)	Insurance Metric: Gross Premiums (Mio USD)	Public Sector Metric: Operating Budgets (Mio USD)	Defense and Security Metric: Program Budget (Mio USD)	Price (USD)
	Up to 250	Up to 2,5	Up to 250	Up to 250	Up to 50	60,000
	251 to 500	2,6 to 5	251 to 500	251 to 500	51 to 100	97,500
	501 to 1,000	6 to 10	501 to 1,000	501 to 1,000	101 to 250	172,500
	1,001 to 3,000	11 to 30	1,001 to 3,000	1,001 to 3,000	251 to 500	337,500
	3,001 to 5,000	31 to 50	3,001 to 5,000	3,001 to 5,000	501 to 1,000	600,000
	5,001 to 10,000	51 to 100	5,001 to 10,000	5,001 to 10,000	1,001 to 2,000	1,200,000
	10,000 plus n units of 5,000 Mio USD revenue	100 plus n units of 50 billion USD Assets under Management	10,000 plus n units of 5,000 Mio USD Gross Premiums	10,000 plus n units of 5,000 Mio USD Operating Budgets	2,000 plus n units of 2,000 Mio USD Program Budget	1,200,000 + (n * 300,000)

Select one column based on the Licensee's industry, use generic Company revenue-based pricing (first column) in the event the Licensee does not fall into any of the industries specified.

Licensing of Financial Consolidation is prerequisite.

If customer has licensed MSFT or Oracle from SAP as main database, then customer must correspondingly also license the database from SAP. In all other cases, e.g other main databases, customer must license the database directly from the respective vendor.

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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## 11.10 Financial Consolidation – Finance Starter Kit for IFRS

Financial Consolidation – Finance Starter Kit for IFRS	Company revenue (Mio. USD)	Banking Metric: Assets under Management (billion USD)	Insurance Metric: Gross Premiums (Mio USD)	Public Sector Metric: Operating Budgets (Mio USD)	Defense and Security Metric: Program Budget (Mio USD)	Price (USD)
	Up to 250	Up to 2,5	Up to 250	Up to 250	Up to 50	60,000
	251 to 500	2,6 to 5	251 to 500	251 to 500	51 to 100	97,500
	501 to 1,000	6 to 10	501 to 1,000	501 to 1,000	101 to 250	172,500
	1,001 to 3,000	11 to 30	1,001 to 3,000	1,001 to 3,000	251 to 500	337,500
	3,001 to 5,000	31 to 50	3,001 to 5,000	3,001 to 5,000	501 to 1,000	600,000
	5,001 to 10,000	51 to 100	5,001 to 10,000	5,001 to 10,000	1,001 to 2,000	1,200,000
	10,000 plus n units of 5,000 Mio USD revenue	100 plus n units of 50 billion USD Assets under Management	10,000 plus n units of 5,000 Mio USD Gross Premiums	10,000 plus n units of 5,000 Mio USD Operating Budgets	2,000 plus n units of 2,000 Mio USD Program Budget	1,200,000 + (n * 300,000)

Select one column based on the Licensee's industry, use generic Company revenue-based pricing (first column) in the event the Licensee does not fall into any of the industries specified.

Licensing of Financial Consolidation is prerequisite.

If customer has licensed MSFT or Oracle from SAP as main database, then customer must correspondingly also license the database from SAP. In all other cases, e.g other main databases, customer must license the database directly from the respective vendor.

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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## 11.11 Financial Consolidation – Finance Starter Kit for French IFRS

Financial Consolidation – Finance Starter Kit for French IFRS	Company revenue (Mio. USD)	Banking Metric: Assets under Management (billion USD)	Insurance Metric: Gross Premiums (Mio USD)	Public Sector Metric: Operating Budgets (Mio USD)	Defense and Security Metric: Program Budget (Mio USD)	Price (USD)
	Up to 250	Up to 2,5	Up to 250	Up to 250	Up to 50	60,000
	251 to 500	2,6 to 5	251 to 500	251 to 500	51 to 100	97,500
	501 to 1,000	6 to 10	501 to 1,000	501 to 1,000	101 to 250	172,500
	1,001 to 3,000	11 to 30	1,001 to 3,000	1,001 to 3,000	251 to 500	337,500
	3,001 to 5,000	31 to 50	3,001 to 5,000	3,001 to 5,000	501 to 1,000	600,000
	5,001 to 10,000	51 to 100	5,001 to 10,000	5,001 to 10,000	1,001 to 2,000	1,200,000
	10,000 plus n units of 5,000 Mio USD revenue	100 plus n units of 50 billion USD Assets under Management	10,000 plus n units of 5,000 Mio USD Gross Premiums	10,000 plus n units of 5,000 Mio USD Operating Budgets	2,000 plus n units of 2,000 Mio USD Program Budget	1,200,000 + (n * 300,000)

Select one column based on the Licensee's industry, use generic Company revenue-based pricing (first column) in the event the Licensee does not fall into any of the industries specified.

Licensing of Financial Consolidation is prerequisite.

If customer has licensed MSFT or Oracle from SAP as main database, then customer must correspondingly also license the database from SAP. In all other cases, e.g other main databases, customer must license the database directly from the respective vendor.

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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## 11.12 Financial Consolidation Upgrade Pack

Financial Consolidation Upgrade Pack	Company revenue (Mio. USD)	Banking Metric: Assets under Management (billion USD)	Insurance Metric: Gross Premiums (Mio USD)	Public Sector Metric: Operating Budgets (Mio USD)	Defense and Security Metric: Program Budget (Mio USD)	Price (USD)
	Up to 250	Up to 2,5	Up to 250	Up to 250	Up to 50	165,000
	251 to 500	2,6 to 5	251 to 500	251 to 500	51 to 100	255,000
	501 to 1,000	6 to 10	501 to 1,000	501 to 1,000	101 to 250	375,000
	1,001 to 3,000	11 to 30	1,001 to 3,000	1,001 to 3,000	251 to 500	600,000
	3,001 to 5,000	31 to 50	3,001 to 5,000	3,001 to 5,000	501 to 1,000	825,000
	5,001 to 10,000	51 to 100	5,001 to 10,000	5,001 to 10,000	1,001 to 2,000	1,050,000
	10,000 plus n units of 5,000 Mio USD revenue	100 plus n units of 50 billion USD Assets under Management	10,000 plus n units of 5,000 Mio USD Gross Premiums	10,000 plus n units of 5,000 Mio USD Operating Budgets	2,000 plus n units of 2,000 Mio USD Program Budget	1,050,000 + (n * 150,000)

Select one column based on the Licensee's industry, use generic Company revenue-based pricing (first column) in the event the Licensee does not fall into any of the industries specified.

Prerequisite is a prior version of Business Objects Finance or Cartesis Finance

If customer has licensed MSFT or Oracle from SAP as main database, then customer must correspondingly also license the database from SAP. In all other cases, e.g other main databases, customer must license the database directly from the respective vendor.

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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### 11.13 Profitability and Cost Management

Profitability and Cost Management	Company revenue (Mio. USD)	Banking Metric: Assets under Management (billion USD)	Insurance Metric: Gross Premiums (Mio USD)	Public Sector Metric: Operating Budgets (Mio USD)	Defense and Security Metric: Program Budget (Mio USD)	Price (USD)
	Up to 250	Up to 2,5	Up to 250	Up to 250	Up to 50	450,000
	251 to 500	2,6 to 5	251 to 500	251 to 500	51 to 100	675,000
	501 to 1,000	6 to 10	501 to 1,000	501 to 1,000	101 to 250	975,000
	1,001 to 3,000	11 to 30	1,001 to 3,000	1,001 to 3,000	251 to 500	1,500,000
	3,001 to 5,000	31 to 50	3,001 to 5,000	3,001 to 5,000	501 to 1,000	2,700,000
	5,001 to 10,000	51 to 100	5,001 to 10,000	5,001 to 10,000	1,001 to 2,000	4,500,000
	10,000 plus n units of 5,000 Mio USD revenue	100 plus n units of 50 billion USD Assets under Management	10,000 plus n units of 5,000 Mio USD Gross Premiums	10,000 plus n units of 5,000 Mio USD Operating Budgets	2,000 plus n units of 2,000 Mio USD Program Budget	4,500,000 + (n * 1,050,000)
<p>Select one column based on the Licensee's industry, use generic Company revenue-based pricing (first column) in the event the Licensee <u>does not</u> fall into any of the industries specified.</p> <p>If customer has licensed MSFT or Oracle from SAP as main database, then customer must correspondingly also license the database from SAP. In all other cases, e.g other main databases, customer must license the database directly from the respective vendor.</p>						

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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## 11.14 Profitability and Cost Management Upgrade Pack # 1

Profitability and Cost Management – Upgrade Pack # 1	Company revenue (Mio. USD)	Banking Metric: Assets under Management (billion USD)	Insurance Metric: Gross Premiums (Mio USD)	Public Sector Metric: Operating Budgets (Mio USD)	Defense and Security Metric: Program Budget (Mio USD)	Price (USD)
	Up to 250	Up to 2,5	Up to 250	Up to 250	Up to 50	54,000
	251 to 500	2,6 to 5	251 to 500	251 to 500	51 to 100	75,000
	501 to 1,000	6 to 10	501 to 1,000	501 to 1,000	101 to 250	120,000
	1,001 to 3,000	11 to 30	1,001 to 3,000	1,001 to 3,000	251 to 500	150,000
	3,001 to 5,000	31 to 50	3,001 to 5,000	3,001 to 5,000	501 to 1,000	225,000
	5,001 to 10,000	51 to 100	5,001 to 10,000	5,001 to 10,000	1,001 to 2,000	375,000
	10,000 plus n units of 5,000 Mio USD revenue	100 plus n units of 50 billion USD Assets under Management	10,000 plus n units of 5,000 Mio USD Gross Premiums	10,000 plus n units of 5,000 Mio USD Operating Budgets	2,000 plus n units of 2,000 Mio USD Program Budget	375,000 + (n * 450,000)
<p>Select one column based on the Licensee's industry, use generic Company revenue-based pricing (first column) in the event the Licensee does not fall into any of the industries specified.</p> <p>Prerequisite is a license of Activity Analysis, IT Services Costing, or Performance Optimization from ALG.</p> <p>If customer has licensed MSFT or Oracle from SAP as main database, then customer must correspondingly also license the database from SAP. In all other cases, e.g other main databases, customer must license the database directly from the respective vendor.</p>						

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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### 11.15 Profitability and Cost Management Upgrade Pack # 2

Profitability and Cost Management – Upgrade Pack # 2	Company revenue (Mio. USD)	Banking Metric: Assets under Management (billion USD)	Insurance Metric: Gross Premiums (Mio USD)	Public Sector Metric: Operating Budgets (Mio USD)	Defense and Security Metric: Program Budget (Mio USD)	Price (USD)
	Up to 250	Up to 2,5	Up to 250	Up to 250	Up to 50	90,000
	251 to 500	2,6 to 5	251 to 500	251 to 500	51 to 100	120,000
	501 to 1,000	6 to 10	501 to 1,000	501 to 1,000	101 to 250	150,000
	1,001 to 3,000	11 to 30	1,001 to 3,000	1,001 to 3,000	251 to 500	225,000
	3,001 to 5,000	31 to 50	3,001 to 5,000	3,001 to 5,000	501 to 1,000	300,000
	5,001 to 10,000	51 to 100	5,001 to 10,000	5,001 to 10,000	1,001 to 2,000	600,000
	10,000 plus n units of 5,000 Mio USD revenue	100 plus n units of 50 billion USD Assets under Management	10,000 plus n units of 5,000 Mio USD Gross Premiums	10,000 plus n units of 5,000 Mio USD Operating Budgets	2,000 plus n units of 2,000 Mio USD Program Budget	600,000 + (n * 75,000)

Select one column based on the Licensee's industry, use generic Company revenue-based pricing (first column) in the event the Licensee does not fall into any of the industries specified.

Prerequisite is a license of limited EPO Activity Analysis or EPO Predictive Planning from ALG.

If customer has licensed MSFT or Oracle from SAP as main database, then customer must correspondingly also license the database from SAP. In all other cases, e.g other main databases, customer must license the database directly from the respective vendor.

### 11.16 Funds Transfer Pricing

Funds Transfer Pricing	Price per application (USD)	Price per additional 250k records (USD)
	66,990 includes 250k records	22,330

If used stand-alone SAP Applications Named Users are not required. Stand-alone means that no part of the product is connected to or is accessing, directly or indirectly, any other SAP software.

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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### III. Product Prerequisite Matrix

Product	Prerequisites	Test/Dev License Available
BusinessObjects Enterprise Professional ("BOE Pro" in prerequisites)	None	Y
Live Office	BOE Pro	Y
Dashboard Builder ("DB" in prerequisites)	BOE Pro	Y
BusinessObjects Enterprise Premium ("BOE Pre" in prerequisites)	None	Y
BusinessObjects Mobile	BOE Pro/Pre	Y
BusinessObjects Polestar	BOE Pro/Pre	Y
BusinessObjects Intelligent Search	None	Y
Intelligent Search Language Processing	Intel. Search	Y
BusinessObjects BW Universe Builder	None	N
Integration Kits	BOE Pro/Pre	Y
Crystal Reports 2008	None	N
Crystal Reports Professional	None	N
Crystal Reports Developer	None	N
Web Intelligence	BOE Pro/Pre	Y
Web Intelligence Interactive Viewing	BOE Pro/Pre	Y
Desktop Intelligence	BOE Pro/Pre	Y
Voyager	BOE Pro/Pre	Y
Xcelsius Enterprise Interactive Viewing	BOE Pro/Pre	Y
Xcelsius Enterprise	BOE Pro/Pre	N
Crystal Xcelsius Standard	None	N
Crystal Xcelsius Professional	None	N
Crystal Xcelsius Designer	None	N
Xcelsius Engage	None	N
Set Analysis	DB or BOE Pre	Y
Process Analysis	DB or BOE Pre	Y
Visualization and Reporting Package	None	N
Ad Hoc Querying Package	None	N
Enterprise Query, Reporting and Analysis Package	None	N
Data Services ("DS" in prerequisites)	None	Y
Data Insight	None	Y
Data Integrator ("DI" in prerequisites)		
Starter ("DI Starter" in prerequisites)	None	Y
Professional ("DI Pro" in prerequisites)	None	Y
Premium ("DI Pre" in prerequisites)	None	Y
Data Source Web Service Access	DI Pro	N
Data Integrator Multi-user Team Development	DI Pro	N
Realtime Transactional Processing	DI Pro or DS	N
Grid Computing	DI Pre or DS	N
Composer	DI or DS	N
Data Federator ("DF" in prerequisites)	None	Y
Rapid Mart	DI or DS	N

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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Product	Prerequisites	Test/Dev License Available
Database Interface	DI	N
JMS Technology Interface	DI or DS	N
Salesforce.com Technology Interface	DI or DS	N
Application Interface	DI or DS	N
Application Interface Unlimited	DI or DS	N
Data Quality Professional for Data Integrator	DI	Y
Data Quality Premium for Data Integrator	DI	Y
Data Quality for Data Integrator Connector Only	DI, DQ	Y
Data Quality ("DQ" in prerequisites)		
Data Quality Premium ("DQ Pre" in prerequisites)	None	Y
Data Quality Professional ("DQ Pro" in prerequisites)	None	Y
Data Quality Specialist	None	Y
eDQ Data Services	None	Y
Universal Data Cleanse	DQ or DS	Y
Watchlist Security (Server Option)	DQ	Y
Watchlist Security (Desktop Option)	None	N
Global Parsing Options	DQ or DS	Y
Global Matching Options	DQ Pre or DS	Y
Data Quality Management for Enterprise Applications	None	Y
Metadata Management	BOE Pro/Pre	N
BOE Professional Metadata Management Bundle	None	N
BOE Premium Metadata Management Bundle	None	N
Package for Data Quality	None	N
SAP GRC Access Control Package	None	Developer named user
SAP GRC Process Control	None	Developer named user
SAP GRC Risk Management	None	Developer named user
SAP GRC Global Trade Services – Export	None	Developer named user
SAP GRC Global Trade Services – Import	None	Developer named user
SAP GRC Global Trade Services – Restitution	None	Developer named user
SAP GRC Global Trade Services – Trade Preferences	None	Developer named user
SAP GRC Global Trade Services – Bundle	None	Developer named user
SAP Environmental Compliance	None	Developer named user
SAP Business Planning and Consolidation	None	Developer named user
SAP Business Planning	None	Developer named user
SAP Business Consolidation	None	Developer named user
SAP Strategy Management	None	Developer named user
SAP Spend Analytics	None	Developer named user
BusinessObjects Intercompany	None	N
BusinessObjects Financial Consolidation	None	N
Starter Kit	Fin. Cons.	N
Profitability and Cost Management	None	N
Funds Transfer Pricing	None	N

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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## IV. Special Terms and Conditions

### 1 SAP Application Named Users

SAP Application Named Users are required on all solutions in this appendix unless it is mentioned otherwise in the price table.

### 2 Definitions and Metrics

#### 2.1 NU

When the Product is licensed using the *metric* “NU” (named users) basis, each individual end user must be specifically identified as the sole holder of a NUL. The sharing of the NUL by more than one individual is expressly prohibited. In addition, NUL(s) may not be transferred from one individual to another unless the original end user no longer requires, and is no longer permitted, access to the Licensed Product.

It doesn't matter how many individuals are working concurrently with the software. There is no limit on number of processors or servers used.

This metric does not replace the overall SAP Application named user principle (see Master Price List, chapter II.A.2.1.)

#### 2.2 Deployment

A “Deployment” means a single installation of one of the following Product modules: Repository, Security Domain, Central Management Server (CMS), CMS Cluster, or Crystal Reports Runtime Engine.

#### 2.3 CPU

The Metric “CPU” means the total number of processors used to deploy the software.

When the Product is licensed on a Processor or CPU basis the aggregate number of central processing units (“Processors”) running any Product components(s) may not exceed the number of Processors or CPU licensed.

In a multi-core server, a single physical CPU chip is bundled with 2 or more “processor cores”. A multi-core chip Processor with N processor cores shall be counted as follows: the first processor core shall be counted as 1 Processor or CPU, and each incremental processor core shall be counted as 0.5 Processor or CPU. Only full CPUs can be licensed.

There is no additional charge for use of hyper-threading in a deployment. License is based on the actual physical processors utilized (including cores as mentioned above).

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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## 2.4 Server

Server means physical computer, case, box or blade that houses the CPUs. Multiple virtual machines on the same physical box are allowed and do not require additional licenses except that the total number of CPUs on the physical computer must be licensed.

## 3 Development and Test Systems

Usage for productive work and test/development work are licensed separately. A production environment is one utilized by end users to interact with BI information. A test/development environment is used by IT staff to test, develop, customize, and update, their BI systems before pushing these changes to the production system.

The test/development licenses cost 50% of regular product licenses, but are otherwise licensed like regular production licenses. They can be sold on a Named user or CPU. These licenses are restricted for test/development usage in a non-production environment.

Not all products require a test and development license. For detailed information please check chapter III Product Prerequisite Matrix).

The following products do not follow under this exception:

- SAP GRC Access Control Package
- SAP GRC Process Control
- SAP GRC Risk Management
- SAP GRC Global Trade Services
- SAP Environmental Compliance
- SAP Business Planning and Consolidation
- SAP Business Planning
- SAP Business Consolidation
- SAP Strategy Management
- SAP Spend Analytics

These products require for development a SAP Application Developer Named User. There are no exceptions regarding Development and Test systems from the Master Price List.

## 4 Database Pricing

Unless otherwise specified, when licensed on standalone basis, Business Object Products are not SAV relevant and if a separate database license is required for the product, this license must be acquired directly from the database vendor.

However, if the Business Object Products are not licensed standalone and require a separate database which is equal to the database of the SAP software, these products are SAV relevant and SAP's standard runtime database licensing requirements apply. If not equal, Business Object Products are not SAV relevant and the required database license must be acquired directly from the database vendor..

Exceptions are mentioned directly with the product in chapter II.

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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## 5 SAP NetWeaver

Products in this MPL Appendix do not include an application specific runtime license for SAP NetWeaver.

Exceptions are as follows:

- SAP GRC Access Control Package
- SAP GRC Process Control
- SAP GRC Risk Management
- SAP GRC Global Trade Services
- SAP Environmental Compliance
- SAP Business Planning and Consolidation
- SAP Business Planning
- SAP Business Consolidation
- SAP Strategy Management; and
- SAP Spend Analytics.

These products do include an application specific runtime license of SAP NetWeaver.

## 6 Country surcharges

For the products of this appendix chapter I.A.8.1 “Country Surcharges” of the Master Price List does not apply.

The country surcharge table for products from this appendix is available upon request. Basis for the price of the products from this appendix is the country where the contract has been closed.

For potential SAP Application named users (see chapter III.1. of this appendix) the rules from the Master Price List apply (incl. chapter I.A.8.1).

## 7 Maintenance and Support

All products of this appendix require SAP Enterprise Support regardless of the support offering associated with the rest of the SAP Solution landscape. Please refer to Master Price List chapter I.B.1. SAP Enterprise Support.

SAP Standard Support is not available for such products regardless of the customer’s existing choice of support offering.

Rapid Deployment Template Products (“RDTs”) are templates (i.e. metadata) and are not program. RDTs are licensed “AS IS”, without any support services. There shall be no new versions or updates offered for RDTs.

## 8 Product availability

Information about current country availability, supported languages, supported operating systems, databases as applicable to the products of this Appenix shall be provided to customers on request.

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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## 9 Additional Conditions for Use of Business Objects Products

### 9.1 Description of Product Use Rights

#### 9.1.1 Crystal Reports Professional and Developer.

**1 Designer Tools.** The Crystal Reports report design application and utilities installed by the Crystal Reports setup program ("Designer Tools") are licensed on a Named User basis. Each copy of Crystal Reports Professional, Crystal Reports Developer and Crystal Reports Server includes one Named User license of the Designer Tools.

**2 Crystal Reports Developer Runtime Product** (Applicable to Crystal Reports Developer Only).

#### 2.1 Definitions Applicable to Crystal Reports Developer.

*"Client Application"* means an application developed by Licensee that a) utilizes the Runtime Product, b) is installed fully on an end user's machine, with all report processing local to that machine, and c) adds significant and primary functionality to the Runtime Product.

*"Internal Installation"* or *"Internally Install"* means installing into production Client Applications and/or Server Applications on one or more computers within Licensee's company or organization only in connection with Licensee's internal business purposes.

*"Distribution"* or *"Distribute"* means selling, leasing, licensing or redistributing Client Applications and/or Server Applications to third party end users external to Licensee's company or organization.

*"Runtime Product"* means the version specific files and application program interfaces (APIs) specified in the RUNTIME.TXT file provided with the Product.

*"Server Application"* means an application developed by Licensee that a) utilizes the Runtime Product, b) allows more than one user to access the Runtime Product either directly or indirectly through any middle tier application(s), and c) adds significant and primary functionality to the Runtime Product. A Client Application installed in a Windows terminal server environment (e.g. Citrix or Microsoft Remote Desktop Platform) is a Server Application.

**2.2 Use of the Runtime Product.** Licensee may install and use a single copy of the Runtime Product to develop Client Applications and Server Applications. The Distribution and Internal Installation terms and conditions differ based on the type of applications Licensee develops, as described in the following sections.

**2.3 Internal Installation of Client Applications and Server Applications.** Licensor grants Licensee a personal, nonexclusive, limited license to Internally Install the Runtime Product with Client Applications and Server Applications.

**2.4 Distribution of Client Applications.** Subject to Licensee's compliance with all of the terms herein, including without limitation section 2.6, Licensor grants Licensee a personal, nonexclusive, limited license to Distribute Client Applications.

**2.5 Distribution of Server Applications.** Subject to Licensee's compliance with all of the terms herein, including without limitation section 2.13.2.6, Licensor grants Licensee a personal, nonexclusive limited license to Distribute Server Applications to third parties provided that either a) Licensee has acquired a licensed copy of Crystal Reports for each Deployment of a Server Application that is Distributed, and the version of the Runtime Product utilized by such Server Application is the same version as Licensee's licensed copy of Crystal Reports or b) Licensee owns at least one licensed copy of Crystal Reports Developer Advantage, and the version of the Runtime Product utilized by such Server Application is the same version as Licensee's licensed copy of Crystal Reports Developer Advantage.

**2.6 Runtime Product Distribution Requirements.** If Licensee Distributes the Runtime Product to third parties pursuant to sections 2.4 or 2.5, Licensee shall comply with the following requirements:

- (a) Licensee remains solely responsible for support, service, upgrades, and technical or other assistance, required or requested by anyone receiving such Runtime Product copies or sample applications;

**IMPORTANT:** please review Product Prerequisite Matrix in Section III of this Master Price List Appendix for each product you are licensing. Definitions can be found in Section IV.2. Is Product SAV Relevant? See Chapter IV.4, Database Pricing.

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(c) Licensee will defend, indemnify and hold Licensor harmless against any claims or liabilities arising out of the use, reproduction or distribution of Runtime Product or the associated application;

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